

BUSHMAN'S JERKY

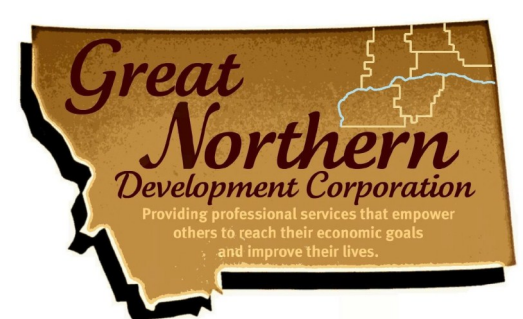
SBDC AT GREAT NORTHERN DEVELOPMENT CORPORATION
-WOLF POINT, MT-

Bushman Jerky is a locally-owned business that started in spring of 2012. The business, located in Wolf Point, is a food production company that uses USDA beef and seasoning to produce beef jerky consisting of four flavors: Peppered, Terriyaki, Cajun and Hot & Spicy. Mike Bushman, the owner of the business, has several years of experience in producing quality-made and good-tasting jerky. He understands the ins and outs of growing and marketing a business. Mike originally began the business in Colorado, and when he moved back home to Wolf Point he faced the challenge of establishing a new customer base for his product. He reached out to Lorene Hintz, Director of the SBDC at Great Northern Development Corporation, for assistance with budgeting, cash flow projections, market research and business planning. The SBDC was instrumental in assisting Mike with locating adequate financing through the Fort Peck Tribes Equity Fund, which was used for working capital and startup funds. Mike said the SBDC was “a great resource provider, I could not have done this by myself.” Lorene also provided Mike with a worksheet to help keep track of expenses so Mike can know his actual profit from the business. Mike’s first year goal is to purchase an additional trailer to provide another venue for the selling of Bushman’s Jerky at various sites and social events around the area, such as county

fairs, Native American celebrations, auctions and other civic events held in the surrounding area of Northeastern Montana and Northwest North Dakota. Bushman’s Jerky is a great product and will be marketed initially to customers on the Fort Peck Reservation and the working population of the expanding Bakken oil fields.



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